

## Message Text

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ACTION XMB-04

INFO OCT-01 AF-08 ISO-00 EB-07 TRSE-00 /020 W  
----- 124576 /46  
O 141015Z DEC 76  
FM AMEMBASSY MAPUTO  
TO USDOC WASHDC IMMEDIATE UNN  
INFO SECSTATE WASHDC 5321

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E.O. 11652: N/A  
TAGS: BEXP, EAIR, MZ, US  
SUBJECT: DETA PURCHASE OF TWO NORTHWEST AIRLINES PLANES

REF: STATE 297784

1. ANTONIO BARONE, EXECUTIVE DIRECTOR OF DETA, TELEPHONED EMBASSY LATE DECEMBER 13 AND INFORMED EMBOFF THAT HE HAD JUST RECEIVED A TELEGRAM DATED DECEMBER 10 FROM C.R. BARANDT, VICE PREISDENT OF NORTHWEST AIRLINES. BRANDT'S TELEGRAM SAID THAT DETA SHOULD SEND ITS NEGOTIATING TEAM TO THE U.S. BY DECEMBER 15 TO CONCLUDE DEAL ON PURCHASE OF TWO NORTHWEST 707'S BY DECEMBER 20 TELEGRAM SAID THAT NORTHWEST HAD ANOTHER PROSPECTIVE CUSTOMER WHO WOULD BEGIN NEGOTIATIONS ON AIRCRAFT ON DECEMBER 20 IF DETA/NORTHWEST SALE NOT COMPLETED BY THAT DATE.

2. BARONE SAID THAT IT WOULD BE ABSOLUTELY IMPOSSIBLE TO COMPLY WITH BRANDT'S REQUEST SINCE FINANCING ARRANGEMENTS HAVE NOT BEEN COMPLETED. BARONE SAID THAT NAIROBI-BASED CITIBANK REP GARY STRIEKER WAS NOW IN NEW YORK WORKING OUT FINAL FINANCIAL ARRANGEMENTS FOR THE PURCHASE OF THE 707'S AND THAT DETA COULD NOT TAKE ANY FURTHER STEPS IN THE PURCHASE PROCESS UNTIL IT HAD HEARD FROM STRIEKER. BARONE SAID HE WAS ALMOST ONE HUNDRED PERCENT CERTAIN THAT STRIEKER'S NEGOTIATIONS WOULD BE SUCCESSFUL.

3. BARONE ASKED WHETHER BRANDT THOUGHT DETA WAS NOT REALLY INTERESTED IN THE TWO AIRCRAFT. ANSWERING HIS  
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OWN QUESTION, BARONE SAID: "OUR INTENTIONS ARE SINCERE.

DETA WANTS THOSE TWO AIRCRAFT AND THE GPRM HAS APPROVED THEIR PURCHASE. WE ARE ONLY WAITING FOR THE FINAL WORD ON FINANCING FROM STRIEKER." BARONE ALSO SAID U.S. PRESTIGE IS AT STAKE IN THE DEAL AND ASKED WHETHER EMBASSY COULD BE OF ANY ASSISTANCE IN INTERVENING WITH NORTHWEST TO PUT OFF THE OTHER PROSPECTIVE CUSTOMER UNTIL CITIBANK HAD COMPLETED THE FINANCING PACKAGE.

4. BARONE SAID THAT STRIEKER IS SUPPOSED TO PHONE DETA AND NORTHWEST AS SOON AS CITIBANK HAS AGREED TO FINANCE THE PURCHASE. WHEN EMBOFF INFORMED BARONE THAT EXIMBANK WOULD NEED CURRENT AND ADDITIONAL FINANCIAL DATA FROM DETA TO EVALUATE AIRCRAFT PURCHASE, BARONE SAID THAT HE HAD ALREADY PROVIDED STRIEKER WITH DETA'S COMPLETE FINANCIAL PICTURE AND FUTURE OPERATING PROJECTIONS AND THAT HE (STRIEKER) WILL DELIVER THIS INFORMATION DIRECTLY TO EXIMBANK SHORTLY AFTER HIS ARRIVAL IN WASHINGTON, WHICH IS SCHEDULED FOR SOME TIME THIS WEEK.

5. FOR DEPARTMENT OF COMMERCE: EMBASSY BELIEVES BARONE, DETA AND GPRM ARE SERIOUSLY INTERESTED IN BUYING 707-'S FROM NORTHWEST AND THAT WE SHOULD BE AS HELPFUL AS POSSIBLE. THEREFORE, REQUEST DEPARTMENT OF COMMERCE PHONE BRANDT AT NORTHWEST AIRLINES' HEADQUARTERS IN ST. PAUL, MINNESOTA, TO INFORM HIM OF EMBOFF'S CONVERSATION WITH BARONE AND ASK THAT NORTHWEST NOT TERMINATE NEGOTIATIONS WITH DETA UNTIL THEY HAVE HEARD FROM STRIEKER AND BARONE. DOC SHOULD ALSO INFORM EXIMBANK THAT INFO REQUESTED REFTEL IS BEING HANDLED BY CITIBANK BY CITIBANK REP STRIEKER.

6. PLEASE ADVISE EMBASSY OF OUTCOME OF DOC'S CONVERSATION WITH NORTHWEST.  
DE PREE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AIRCRAFT SALES, FINANCIAL PROGRAMS, NEGOTIATIONS  
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**Copy:** SINGLE  
**Draft Date:** 14 DEC 1976  
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**TAGS:** BEXP, EAIR, MZ, US, NORTHWEST AIRLINES, DETA  
**To:** COM  
**Type:** TE  
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